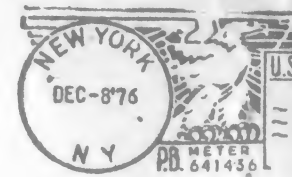


**AMERICAN  
BOOKSELLERS  
ASSOCIATION**  
800 SECOND AVENUE  
NEW YORK, N. Y. 10017

ADDRESS CORRECTION REQUESTED



MR THEODOR NELSON  
TED NELSON PUBLISHER  
25 S SEVENTH AVE  
LA GRANGE IL 60525

AM

HANDBOOK CHANGES -- ABA BOOK BUYER'S HANDBOOK  
1976-77

A & A Distributors, Inc. 11/76

Delete listing. No longer in business.  
-----

Ann Arbor Science Publishers 11/76

P. O. Box 1425  
Ann Arbor, MI 48106

Now distributing their own books.  
-----

American Elsevier Publishing Company, Inc. 11/76

Now known as Elsevier North-Holland Inc.  
All other Handbook information remains the same.  
-----

Arno Press Inc. 11/76

New address and phone:  
Three Park Avenue, New York, NY 10016  
Area Code (212) 725-2050  
-----

Blue Wind Press 11/76

New address: 820 Miramar, Berkeley, CA 94707

Trade Discount Schedule:  
Change: (a) 50¢ handling charge on all orders or  
5% net, the greater, except prepaid.  
-----

Basic Books, Inc. 11/76

Customer Service no.: (212) 593-7063  
-----

Book Trading Ltd. 11/76

New address after January 1, 1977:  
539 West 26th St., New York, NY 10011.  
-----

Booksmith, Inc. 11/76

Change description to: Remainders and book  
promotions.

## Booksmith Distributing Company

1075 Commonwealth Avenue, Boston, MA 02117  
Area Code (617) 254-4500

**Address for Orders:** Same as above.

President.....Marshall J. Smith  
Sales Manager.....James Messing  
Outside Order Contact.....Stu Shank

Trade, hardcovers, calendars, and selected quality and mass market  
paperbacks.

**Address for Returns:** Same as above, Attn. Returns Dept.

**Cash Discount:** Net 30. Past due balances subject to 1½% monthly  
charge.

**Shipping Points:** Boston, MA, FOB there.

### Trade Discount Schedule:

#### Hardcover, Assorted Titles

1 copy, 20%  
15 copies, 40%

#### Paperbacks

Plan A  
1 copy, 20%  
50 copies, 40%

Plan B  
1 copy, 20%  
50 copies, 36%

- (a) All shipments freight collect.
- (b) Hardcover and paperbacks may not be combined for discount.
- (c) No drop shipments to bookstore's customers.
- (d) Trade assortment rate applicable only to books already published, and to quantities shipped and billed at the same time.
- (e) When opening account, bookseller must specify whether account is to be Plan A or Plan B. Once elected, Plan A or B may not be changed without written permission from Booksmith Distributing Co.

**Single Copy Order Plan SCOP):** Not in plan.

**Returns Policy:** Wholesaler permits return of overstock under the  
following conditions:

**Credit allowed:** No returns if bookseller is on Plan A. If bookseller  
is on Plan B, he may return up to 10% of net purchases in current  
year. All hardcovers credited at 46%.

**Period of eligibility for return:** Not after nine months after date of  
publication of hardcovers. No limit for paperbacks.

**Wholesaler requires:** Although wholesaler requires neither permis-  
sion nor authorized labels, Booksmith Distributors should be noti-  
fied at least one week prior to shipment of returns so that return can  
be scheduled. Hardcover should be in mint condition, and paper-  
backs should be returned whole. Defective copies are returnable if  
so marked. All cartons should be marked with account name and  
number, return address, and number of cartons in shipment. Pack-  
ing slip itemized by quantity and price should accompany shipment.  
Paperbacks and hardcovers should be packed separately using sep-  
arate packing slips and marking all cartons "paper" or "cloth."

Dover and Sterling books, and Golden Books priced under \$2.50 re-  
tail are not returnable, nor are books not purchased from Book-  
smith Distributors.

Barry Book Distributors, Ltd.

11/76

Now known as Makepeace/Barry Books

Books Canada Inc.

11/76

General Manager.....Russell A. Blenkarn  
Marketing Manager.....Jerry Trainer

Change Note as follows: delete Canadian Women's Educational Press, Cherry Publishers, Editions Lemeac Inc., Hancock House Publishers, Ltd., Presses de l'Universite Laval; add (selected) to Collier-Macmillan Canada Ltd., add University of Toronto Press (selected titles).

Brooke House

11/76

New address: 9543 Cozycroft Avenue, Chatsworth, CA 91311.

Bull Publishing Company

11/76

Add to Address for Orders: Regional wholesalers available on request.

Collins + World

11/76

Make the following changes in ad:  
Second College Edition, \$7.50 soft-cover.  
Second Concise Edition, add \$4.95 soft-cover.

Consolidated Book Publishers

11/76

Address for Orders: Same as above. Customer Service: Same as above. Att: Retail Sales.  
Shipping Points: Add--Publisher pays freight on 50 books or more.

Trade Discount Schedule:

Delete 25 copy discount. Change (a) Discount is accumulative on multiple shipments, but freight paid schedule applies to individual shipments.

Bookthrift, Inc.

11/76

257 Central Park West, New York, NY 10024  
Area Code (212) 595-4500

Address for Orders: Same as above.

President.....Michael W. Shimkin  
Sales Manager.....Bernard D. Russell  
Customer Service.....Patricia Fogarty  
Remainders and hurt paperback promotions.

Address for Returns: Bookthrift, Inc., c/o Educational Distribution Center, Frontage & Eder Road, West Haven, CT 06516.

Cash Discount: None.

Shipping Points: All shipments sent from West Haven, CT. FOB there.

Trade Discount Schedule:

Trade Books  
Single or Assorted  
100 copies, 40%

- (a) Minimum order: 100 copies  
(b) Trade assortment rate applicable only to quantities shipped and billed at the same time.

Single Title Order Plan (STOP): Not in plan.

Co-op Advertising Policy: Academic Quality  
Paperback Program: Dealer allows \$10. per 1000 books ordered. Money sent upon shipment of books in time for ad placement. Trade Paperback Program: 10% of net billing, upon presentation of claim and tear sheet.

Returns Policy: Remainder dealer permits return of overstock under the following conditions:  
Credit allowed: 100%.

Period of eligibility for return: Not before one month nor after three months from date of shipment.

Remainder dealer requires: Bookseller must request and receive permission before making returns. Request must include list of books to be returned indicating quantities by price category. Books must never be returned to New York City office.

Booktrack Promotions, Inc.

11/76

257 Central Park West, New York, NY 10024  
Area Code (212) 595-4500

Address for Orders: Same as above.

President.....Michael W. Shimkin  
Sales Manager.....Bernard D. Russell  
Customer Service.....Patricia Fogarty  
Remainders - hardbound.

Address for Returns: Booktrack Promotions, Inc.,  
c/o Educational Distribution Center, Saw Mill  
Road, West Haven, CT 06516.

Cash Discount: None.

Shipping Points: West Haven, CT, FOB there.

Trade Discount Schedule:

Trade Books  
Single or Assorted Titles

50 copies, 40%

(a) Minimum order: 50 copies.

(b) Trade assortment rate applicable only to  
quantities shipped and billed at the same time.

Single Title Order Plan (STOP): Not in plan.

Co-op Advertising Policy: Dealer allows 10% of  
total net purchases and permits co-op adver-  
tising monies to be applied to media other  
than print.

Returns Policy: Dealer permits returns of over-  
stock under the following conditions:

Credit allowed: 100%

Period of eligibility for return: Not before one  
month nor after three months from date of  
shipment.

Remainder dealer requires: Bookseller must re-  
quest and receive written permission before  
shipping returns. Bookseller's request must  
include a list of books to be returned indi-  
cating quantities by price category. Books  
must never be returned to New York City office.

Corwin Books

11/76

Sales Manager.....Marty Puntus  
Financial Vice-President.....Marvin H. Hoffman

Coward, McCann & Geoghegan Inc.

11/76

In ad delete Lord of the Flies and New Women's  
Survival Catalog. Substitute Finding My Father.  
McKuen. \$7.95 and Training Your Retriever. Free.  
\$8.95.

Crown Publishers

11/76

Address for Returns: Change address for request  
to One Park Avenue, New York, NY 10016.

Period of eligibility for returns: Add--All re-  
turns are for credit only and will be applied  
against future purchases.

Daw Books, Inc.

11/76

Change ad as follows:

Add The Daw Science Fiction Reader. Donald A.  
Wollheim, ed. UW1242. \$1.50.

The Year's Best Horror Stories. Change to Series  
IV. Gerald Page, ed. UY 1263.

Perilous Dreams substitute close parens for  
letter p following DAW.

Copy at bottom should read "plus two hundred and  
ninety."

Determined Productions, Inc.

11/76

Trade Discount Schedule: Change Calendar dis-  
count to Minimum pack of 12, 50%.

D.C. Divry, Inc.

11/76

In ad change price for Modern Greek Readers to  
request catalog.

Next to last tile should be Greek Cookery.

Doubleday & Company, Inc.

11/76

Address for Orders: Change phone to (516)  
294-4400. Customer Service and Inquiries phone  
(516) 294-4412.

Elsevier North-Holland Inc. 11/76

(see listing for American Elsevier)  
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Paul S. Eriksson, Inc. 11/76

New address and phone: Battell Building,  
Middlebury, VT 05753  
Area Code (802) 388-7303  
-----

Fiesta Publishing Corp. 11/76

Change Sales Manager to Vice-President, Sales and  
Marketing.  
-----

Golden Press 11/76

Trade Sales Manager.....James Bahr  
-----

W.S. Heinman, Imported Books 11/76

Trade Discount Schedule:  
Change to Single Trade Titles  
Up to \$20.00, net  
Over \$20.00, 20%  
-----

Houghton Mifflin Company 11/76

Cash Discount: Change American Heritage  
Dictionaries to 1% 10 days, EOM, net 30.

Delete paragraph on insurance, p. 253.  
Trade Discount Schedule: After sentence "Orders  
to be sent to more than one destination..." add  
"if billing is to individual destinations, each  
order will be discounted separately."

In American Heritage Dictionary ad change prices  
for New College Edition to \$10.95 and \$9.95.  
-----

H.P. Books/Fisher Publishing Company 11/76

Credit Manager.....Berta Backer  
Customer Service.....Robin Brown  
Cookbooks, photography, automotive modification  
and mechanics; recreation; motorcycle; travel;  
practical guides.

Single Title Order Plan (STOP): 30%.

In ad, delete Economy Driving. Roe.  
Substitute The Best Book on CB. Herbert. paper,  
\$4.95

Co-op Advertising Policy: H.P. Books will pro-  
vide an advertising allowance to all retailers of  
75% of actual cost incurred for co-operative pro-  
motional advertising up to 10% of the net amount  
invoiced to the retailer during the preceding  
twelve months. Contact publisher for details.  
-----

Independent Publishers Group 11/76

New address and phone: 14 Vanderventer Ave.,  
Port Washington, NY 11050. Area Code (516)  
944-9325.  
-----

Kramerbooks Distributors Ltd. 11/76

New address and phone:  
2260 25th Place N.W., Washington, DC 20018  
Area Code (202) 526-0558  
-----

Lamplight Publishing Inc. 11/76

New address after January 1, 1977:  
539 West 26th St., New York, NY 10001  
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Logos International 11/76

Single Title Order Plan (STOP): 40%. No returns.  
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InterCulture Associates, Inc.

11/76

Vice-President - Marketing.....Joan M. Ferguson  
Change description to: Books and non-book materials about and from other cultures: fiction, including poetry and drama, non-fiction, juveniles.

Address for Returns: Quaddick Road, Thompson, CT 06277.

Cash Discount: None.

Shipping Points: All shipments from Thompson, CT FOB there (except minimum charges for Prepaid Orders of \$1. for net invoice amount up to \$20, \$1.50 for net invoice amount over \$20.

Trade Discount Schedule:

<u>Paperback Books</u>	<u>Trade, Text, Reference</u>
1 copy, Net	1 copy, Net
2 copies, 20%	2 copies, 20%
10 copies, 40%	10 copies, 25%

(a) Certain books are on short discount of 10%, marked by X in Trade List.

(b) Minimum order of \$5.00.

(c) Prepaid Book Orders (except books on Short Discount) add 5% to discount.

Single Title Order Plan (STOP): Not in plan.

Returns Policy:

Credit allowed: 100% except where quantity returned is in excess of 20% of quantity originally shipped and invoiced, in which case 80% is allowed.

Period of eligibility for return: Limited to one year from invoice date.

Publisher requires: Bookseller must request and receive publisher's authorization label before shipping returns. Bookseller must include invoice numbers and dates. Books must be received in resaleable condition. Invoice must have been paid for eligibility. Return label required also for return of damaged or defective books.

Lyceum Books

11/76

Hippocrene Books no longer distributes. Address for Orders: P.O. Box 113, Wilton, CT 06897.

David McKay Co., Inc.

11/76

Returns Policy:

Publisher requires: Bookseller must request and receive label before shipping returns. For full credit, bookseller must supply invoice numbers and discount information.

Madison Square Press

11/76

(See listing for Grosset & Dunlap, Inc.)

Makepeace/Barry Books

11/76

New name for Barry Book Distributors, Ltd.

Mason/Charter Publishers Inc.  
Petrocelli Books

11/76

Single Title Order Plan (STOP): Add Petrocelli Books, Educational, 28%, Reference, 33%.

In ad delete Collecting English Watercolours, Historical Relics, Science Fair Experiments, Stretching Man's Mind. Add: Crochet. Editors of Ladies Home Journal. Paper, \$7.95; Cloth, \$12.50

Eat-to-Lose Cookbook, The. Dyer. \$7.95  
Hamilton I: (1757-1789). Hendrickson. \$19.95  
Horses and Their World. Goodall. \$10.00  
Jeannette McDonald Story, The. Parish. \$10.00  
World of Pele, The. Marcus. \$8.95

Michelin Guides and Maps

11/76

Single Title Order Plan (STOP): 40%.



Mockingbird Books Inc.

11/76

P. O. Box 110, Covington, GA 30209  
Area Code (404) 787-3484  
No longer part of Ballantine.

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J. Philip O'Hara

11/76

102 Madison Ave., New York, NY 10016  
After January 1, 1976: 539 West 26th St.,  
New York, NY 10001.

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O'Sullivan Woodside Co.

11/76

2218 East Magnolia, Phoenix, AZ 85034  
Area Code (602) 244-0344 ISBN 0-89019-

R

Address for Orders: Same as above.  
President.....John L. O'Sullivan  
Sales Manager.....Donald S. Woodside  
Trade books, non-fiction.

Address for Returns: Same as above.  
Cash Discount: None.  
Shipping Points: All shipments sent from Phoenix  
AZ FOB there.

Trade Discount Schedule:

Trade Books  
Single or Assorted

1 copy, 20%  
5 copies, 40%  
25 copies, 41%  
50 copies, 42%  
100 copies, 43%  
250 copies, 44%

(a) 40% on all salesmen's orders unless quantity  
is sufficient for higher discount.

(b) Trade assortment rate applies only to books  
already published.

Single Title Order Plan (STOP): 40%. Latest  
PTLA price acceptable on first STOP order.

Co-op Advertising Policy: Publisher allows 10%  
of net purchases of any titles on list. Book-  
seller must receive prior approval from sales  
manager. Publisher permits co-op advertising  
monies to be applied to media other than print.  
Contact publisher for further details.

Returns Policy: Publisher permits return of  
overstock under the following conditions:

Credit allowed: 100%.

Period of eligibility for return: Not before  
four months nor after twelve months from date of  
invoice.

Publisher requires: Bookseller does not have to  
request permission in advance on returns. How-  
ever, bookseller's return shipment should include  
invoice number, invoice date, and store number if  
applicable.

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Overstock Book Co., Inc.

11/76

120 Secatogue Ave., Farmingdale, NY 11735  
Area Code (212) 895-4016 (New York City)  
(516) 293-6969 (Long Island)

Remainder dealers specializing in promotional  
textbooks, technical, reference and general books  
quality paperbacks and juveniles.

Discount schedule on request.

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Pageant-Poseidon Press, Ltd.

11/76

New phone: (212) 929-5956.

---

Persea Books, Inc.

11/76

Address for Orders: P.O. Box 804, Madison Square  
Station, New York, NY 10010.

Address for Returns: A-Betta Shipping, 3075  
Richmond Terr., Mariner's Harbor, Staten Island,  
NY 10303.

Shipping Points: All shipments sent from Staten  
Island, NY, FOB there.

---

Quadrangle/The New York Times Book Co. 11/76

New address and phone: Three Park Avenue,  
New York, NY 10016. Area Code (212) 725-2050.

---

Research Books, Inc. 11/76

New address, phone and telex:  
1200 Boston Post Rd., Guilford, CT 06437  
Area Code (203) 453-5117 Telex 96-3427

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Charles Scribner's Sons 11/76

Cash Discount: 1% 15 days EOM.  
Address for Returns: Add Att: Returns Dept.

Trade Discount Schedule:  
Hardcover Trade and Juvenile Titles  
Combined Shipment Quantity

1 copy,	20%
5 copies,	40%
50 copies,	41%
100 copies,	42%
200 copies,	43%
300 copies,	44%
400 copies,	45%
500 copies,	46%

Hudson River Editions--Hudson River and other short discount titles are subject to a discount of 20% regardless of quantity and may not be combined for quantity with other books. (They are eligible for STOP orders.)

Paperbound Books in the "Scribner Library"  
"Scribner Book Fair Editions" and Calendars

1 copy,	20%
5 copies,	40%
50 copies,	41%
100 copies,	42%
200 copies,	43%
300 copies,	44%
400 copies,	45%
700 copies,	46%

1100 copies, 47%  
1500 copies, 48%  
2000 copies, 49%  
2500 copies, 50%

Scribner/Miller Brody Filmstrip  
& Listening Cassette Library

Filmstrips and Paperback  
Books in Collated Packages, 33 1/3%  
Filmstrips (Only), 40%

Drop shipments--20% discount except for STOP orders. Orders for more than one location can be accumulated for discount if received by us as one order with no fewer than 5 books to any one location.

Returns Policy. Add to Credit allowed: and 50% for Scribner Library books.

Add to Period of eligibility for return: Out-of-print books are eligible for returns for 90 days after out-of-print declaration. Out-of-print books received after the 90 day grace period will be returned to the sender.

Add at end of listing: Scribner/Miller Brody Filmstrip and Listening Library returns should be returned to Scribner/Miller Brody, 97-03 43rd Ave. Corona, NY 11368.

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Shambhala Publications 11/76

New address and phone: 1123 Spruce Street,  
Boulder, CO 80302. Area Code (303) 449-6111.  
Address for Orders remains the same.

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Smithsonian Institution Press 11/76

Publisher requires: Second sentence should read "However, return shipments must include invoice numbers and dates."

---



Stein and Day Publishers

11/76

President.....Sol Stein  
Vice President.....Ted Maass  
Treasurer.....Edward Sands  
Sales Manager.....Murrell Boyd  
Special Markets Manager.....Art Ballant  
Credit Manager.....Gwen Glick  
Distribution Manager.....Jacki Rudosky  
-----

Source Publishers

11/76

Add to address: 12th floor.  
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Theosophical University Press

11/76

Area Code (213) 798-3378, -8020  
ISBN Prefix 0-911500-

Sales Department.....Blair A. Moffett  
Production Department.....W.T.S. Thackara  
Cash Discount: Add, Net 30 days.

Trade Discount Schedule: Delete sentence which  
begins "Publisher will give special attention..."

Returns Policy: Publisher permits returns of  
overstock under the following conditions:  
Credit allowed: 100% if returned books are re-  
ceived in resalable condition. If not, publisher  
reserves the right to limit credit accordingly.  
Period of eligibility for return: Not before  
six months nor after one year from date of  
invoice.

Publisher requires: Bookseller must receive  
publisher's written permission before shipping  
returns. Return request must include dates and  
invoice numbers.

Change ad prices as follows:  
\*The Secret Doctrine. \$15.00  
\*Occult Glossary. \$5.00  
-----

Swallow Press

11/76

Trade Discount Schedule, change as follows:  
Cash with Order Stores Only  
Any quantity, 40%  
(except short discount)

Single Title Order Plan (STOP): 40%, except  
short discount.  
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Ten Speed Press

11/76

New address: P.O. Box 7123, Berkeley, CA 94707.  
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University of Pennsylvania Press

11/76

Address for Returns: Returns Dept., University  
of Pennsylvania Press, 190 Merrimack St.,  
Lawrence, MA 08143.  
-----

Value Communications, Inc.

11/76

11175 Flintkote Ave., Suite C, San Diego, CA  
92121

Area Code (714) 452-8676 ISBN Prefix 0-916392-,R

Address for Orders: Same as above.  
President.....Charles C. Tillinghast  
Customer Service.....Carole W. Styres  
Juvenile books.

Address for Returns: Same as above.  
Cash Discount: None.  
Shipping Points: All shipments sent from San  
Diego, CA or Alsip, IL.

Trade Discount Schedule:

<u>Trade Books</u>	
<u>Single or Assorted</u>	
1 copy,	25%
2 copies,	33%
12 copies,	40%
25 copies,	41%
50 copies,	42%
100 copies,	43%
250 copies,	46%

- (a) Trade assortment rate applies to books published or announced.
- (b) Trade assortment rate applicable only to quantities shipped and billed at the same time, unless back ordered.
- (c) Additional 55¢ for carton and handling for drop shipments.

Single Title Order Plan (STOP): Not in plan.  
Co-op Advertising Policy: Bookseller must receive prior approval of president. Publisher permits co-op advertising monies to be applied to media other than print. Contact publisher for details.

Returns Policy: Publisher permits return of overstock under the following conditions:

Credit allowed: 100%.

Period of eligibility for return: Not before three months nor after twelve months from date of receipt of shipment.

Publisher requires: Bookseller must request and receive publisher's written permission before shipping returns. Bookseller's request must include number of copies to be returned, titles, and date books were received.

David White, Inc.

11/76

New address and phone:

14 Vanderventer Ave., Port Washington, NY 11050  
Area Code (516) 944-9325

### Watson-Guptill Publications

One Astor Plaza, New York, NY 10036  
Area Code (212) 764-7300

R, —R  
SCOP

Address for Orders: Watson-Guptill Publications, 2160 Patterson Street, Cincinnati, OH 45214.

Vice President & General Manager ..... Jules Perel  
Marketing Manager ..... Robert M. Silver  
Promotion Manager ..... Catherine O'Rourke  
Credit Manager ..... Paul Long

How-to-do-it art and craft instruction books for artists, art teachers, art students, and hobbyists; graphic and commercial art books; fine art and related scholarly art books.

Address for Returns: 444 West 3rd St., Cincinnati, OH 45202. Send requests to Cincinnati office.

Cash Discount: None.

Shipping Points: All shipments FOB shipping point or bindery.

#### Trade Discount Schedule:

Hardbound Single or Assorted Titles	Paperbound Single or Assorted Titles
1 copy, 20%	1 copy, 20%
2 copies, 33 1/3%	2 copies, 33 1/3%
5 copies, 40%	5 copies, 40%
25 copies, 41%	25 copies, 41%
50 copies, 42%	50 copies, 42%
100 copies, 43%	100 copies, 43%
250 copies, 44%	250 copies, 44%
500 copies, 45%	500 copies, 45%
1000 copies, 46%	1000 copies, 48%

Minimum order: \$5.00.

Single Copy Order Plan (SCOP): 33 1/3%.

Returns Policy: Publisher permits return of overstock under the following conditions:

Credit allowed: 100%. If no discount information, credit at 40% discount less 10% handling charge.

Period of eligibility for return: Not before 90 days nor after one year from invoice date.

Publisher requires: Bookseller must request and receive publisher's written permission and label before shipping returns. Bookseller's request must include title, quantity, invoice numbers and dates.

Orders from college book stores covering books for class use will receive 90% credit on returns when above stipulations are complied with.

Franklin Watts, Inc.

11/76

#### Trade Discount Schedule:

New Viewpoints
1 copy, 20%
2 copies, 30%
25 copies, 33 1/3%

This series has a different schedule from other paperbacks.

Vice-President, Direct Marketing..Steven Schwartz  
Trade Sales Manager.....Robert Caston  
Credit Manager.....Barbara Farlekas  
Trade juveniles, paper and hardcover; large type editions; Instant Reference Books; University hard and softcover; posters, portfolios and teaching cards; Jane's USA.

**Trade Discount Schedule:**

Add to Franklin Watts General Books:

New Viewpoints Hardcover

Add to posters discount: Not returnable.

Period of eligibility for return: add at end of sentence only.

Publisher requires: Bookseller must request and receive publisher's label and authorization....

**Year, Inc.**

Box 380, Petaluma, CA 94952

Area Code (707) 762-0737

**Address for Orders:** Same as above.

President ..... Baldwin H. Ward

Pictorial news and history books.

**Address for Returns:** Same as above.

**Cash Discount:** 1%, 10 days. Net 11 days.

**Shipping Points:** New York, NY, FOB there.

**Trade Discount Schedule:**

*Hardback and Paperback  
Single and Assorted*

1 copy, 30%  
2 copies, 40%  
25 copies, 41%  
50 copies, 42%  
100 copies, 43%  
250 copies, 44%  
500 copies, 45%  
1000 copies, 46%

**Single Copy Order Plan (SCOP):** Not in plan.

**Returns Policy:** Publisher permits return of overstock under the following conditions:

Period of eligibility for return: Not before three months nor later than 12 months.

Publisher requires: Bookseller must request and receive publisher's written permission and label before shipping returns. The request must give bookseller's order number and publisher's invoice number.

Windward Publishing, Inc.

11/76

105 N.E. 25th Street, Miami, FL 33137  
Area Code (305) 576-6232

Address for Orders: P.O. Box 371005, Miami, FL 33137  
President.....S.D. Romashko  
Full-color paperbacks.

Address for Returns: 105 N.E. 25th St., P.O. Box 371005, Miami, FL 33137

Cash Discount: 3% 10 days

Shipping Points: All shipments sent from Miami, FL, FOB there.

**Trade Discount Schedule:**

<u>Trade Books</u>	<u>Juvenile</u>
<u>Single or Assorted</u>	<u>Single or Assorted</u>

1 copy, 20%	1 copy, 20%
5 copies, 40%	5 copies, 40%
31 copies, 41%	31 copies, 41%
61 copies, 42%	61 copies, 42%
101 copies, 44%	101 copies, 44%
201 copies, 46%	201 copies, 46%

Trade assortment rate applicable only to quantities shipped and billed at the same time, with the exception of backorders or advance orders.

**Single Title Order Plan (STOP):** Not in plan.

**Returns Policy:** Publisher permits return of overstock under the following conditions:

Credit allowed: 90%

Period of eligibility for return: Not before two months nor after eight months from date of shipment. Only saleable books can be returned.

Publisher requires: Bookseller must request and receive publisher's written permission before shipping returns. Bookseller's request must include invoice number and title.

## SUPPLEMENTARY SECTION

List of Wholesalers and Remainder Dealers  
Add Booksmith, Inc.

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British Wholesalers Exporting  
British Books to U.S. Booksellers

Delete Paul Koston, Bookseller  
Add Semfield Limited  
17 Ellers Road  
Doncaster, England

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### Antiquarian Bookman

On page 621 add to present address:

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Publishing Co., 2460 Kerper Blvd., Dubuque, IA  
52001

Cherry Lane Music Co., P.O. Box 4247, Greenwich,  
CT 06830

Collector Books, P.O. Box 3009, Paducah, KY 42001

Columbia Publishing Company, Inc., c/o Whirlwind  
Book Company, 80 Fifth Ave., New York, NY 10011

Contemporary Publishing, Inc., 12 Lakeside Park,  
Wakefield, MA 01880

Curtis Publishing Co., Saturday Evening Post  
Books, 1100 Waterway Blvd., Indianapolis, IN  
46206

Diane Books, Inc., P.O. Box 488, Glendale, CA  
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W.H. Freeman and Company, 660 Market St.,  
San Francisco, CA 94104

General Hall, Inc., 23-45 Corporal Kennedy St.,  
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Santa Monica, CA 90401

The Harvard Common Press, The Common, Harvard, MA  
01451

Holmgangers Press, 22 Ardith La., Alamo, CA 94507

House of Faith, Inc., 1310 San Fernando Rd.,  
Los Angeles, CA 90065

Interface California Corp., 1806 E. St., Suite B,  
Eureka, CA 95501

Salem Kirban, Inc., 2117 Kent Rd., Huntingdon  
Valley, PA 19006

Leo Press, 615 W. 113th St., #81, New York, NY  
10025

Milliken Publishing Co., 1100 Research Blvd.,  
St. Louis, MO 63132

Ted Nelson, Publisher, 25 S. Seventh Ave.,  
La Grange, IL 60525

Overstock Book Co., Inc., 120 Secatogue Ave.,  
Farmingdale, NY 11735

Princeton Book Company, Publishers, 20 Nassau St.  
Princeton, NJ 08540

Scott Publishing Co., 530 Fifth Ave., New York,  
NY 10036

Slavica Publishers, Inc., P.O. Box 14388,  
Columbus, OH 43214

Squadron Signal Publications, Inc., 3461 E.  
10 Mile Rd., Warren, MI 48091

Structures Publishing Company, 24269 Indoplex  
Cir., P.O. Box 423, Farmington, MI 48024

Successful Achievement, Inc., P.O. Box 7297,  
Lexington, KY 40502

The University Press of New England, Box 979,  
Hanover, NH 03755

Victoria House, 3626 S.E. Belmont St.,  
Portland, OR 97214

Wehman Brothers, Morris County Mall, Ridgedale  
Ave., Cedar Knolls, NJ 07927

Westview Publishing, 4280 Columbine St.,  
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Zebra Books, 521 Fifth Ave., Rm. 807, New York,  
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